

ENERGY STAR  
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## How can you find ENERGY STAR qualified models?

An up-to-date list is available at [www.energystar.gov/products](http://www.energystar.gov/products). Most manufacturers will designate qualified products by placing the ENERGY STAR logo on the yellow EnergyGuide label, and some will even place labels directly on the front of qualified products.

Room  
air-conditioners

At least 10% more efficient than required by new federal standards

Dishwashers

At least 25% more efficient than required by federal standards

Refrigerators

At least 10% more efficient than required by new federal standards

Clothes washers

Use 50% less water and 40% less energy than federal requirements

ENERGY STAR moves with new technologies... In 2001, the U.S. Department of Energy put into effect new federal standards for certain appliances reflecting the latest in appliance innovation.

## What does it take to earn the ENERGY STAR label?

Design  
Design

Technology  
Technology



**ENERGY STAR® Appliances**  
SOLUTIONS FOR SALES

InnoVation  
InnoVation

Efficiency  
Efficiency



**Energy is an issue** because of rising energy bills across the country. Appliances have a direct impact on how much energy a home uses. **ENERGY STAR Appliances** are the latest in innovative design and technology – **and they use a lot less energy.**



## Using Less Energy & Saving Money is Important to Your Customers... Sell Them What They Want!

**Clothes washers:** Innovative and Efficient, today's new ENERGY STAR qualifying Clothes Washers offer superior cleaning performance using less water and energy.

- Saves more than half of the energy and water of a conventional machine of the same size. (One year's water savings is more water than a person can drink in a lifetime!)
- Clothes are cleaned cleaner, and because of the gentle action, will last longer.
- Spin speeds are faster, removing more moisture, reducing drying time – saving even more energy costs.
- Save \$60-\$90 a year compared to a 5-year old washer.

**Refrigerators:** You probably know that the refrigerator uses the most energy of any appliance in a home. An ENERGY STAR refrigerator in 2001 is more than 40% more efficient than a conventional machine of just a couple of years ago.

- High-efficiency compressors, improved insulation, and new refrigerants keep food fresher, operate quietly, and produce less waste heat – reduce air conditioning loads in the summer and make the kitchen a cool place to hang out!
- ENERGY STAR qualified models are available in a range of sizes and configurations with all of the latest features consumers want.
- Replacing a 10-year old refrigerator can reduce your electricity bills by \$30-\$40 a year (more if you have high energy costs).

**Dishwashers:** Dishwashers make life easier. They save time and really clean dishes. Save even more time, and more money, with ENERGY STAR qualifying dishwashers.

- Eliminate the need for rinsing before loading – saves a lot of hot water...and time!
- Smart sensors adjust wash cycles and water to the specific load.
- Internal water heaters boost cleaning temperature without creating demand on the water heater.
- Replacing a 10-year old dishwasher can save \$29-\$44 a year.

**Room air-conditioners:** You just get through winter and summer hits. Minimize your customers' cooling bills by offering ENERGY STAR qualifying air conditioners.

- Improved compressors and insulation mean efficient models run quietly.
- Make sure to sell the right size unit, ensuring less humidity and the right temperature.
- ENERGY STAR models use less energy, lowering your customers' cooling bills.

## ENERGY STAR Offers Your Customers Solutions

Energy is making headlines as demand for energy outpaces supply. This means higher energy bills across the country. By selling appliances that use less energy, you are offering your customers products that will save them money. You are selling Solutions!

ENERGY STAR is the national symbol for energy efficiency, developed by the U.S. Environmental Protection Agency and the U.S. Department of Energy. Appliances that carry the ENERGY STAR Label exceed federal standards for energy efficiency.

